

AN INVESTMENT OPPORTUNITY PAR EXCELLENCE

The Havana-Washington Fruit Company

Offers the Washington Public a Limited Opportunity to Share in Its Investment in

CUBA

The Great Citrus Fruit Garden of America.



VIEW OF OUR PROPERTY LOOKING NORTHWEST.

Showing general appearance of land, fence posts growing, and Hon. Creed M. Fulton and Mr. Hal. I. T. Heard in the foreground.

OFFICERS AND DIRECTORS.

Our officers and directors are representative business men, who are all financially interested in the company, and whose conservatism and integrity entitle them to the highest confidence of the business world. All persons desiring to invest money in a safe and profitable business can, with every reasonable assurance of safety, invest in our bonds.

OUR LAND.

We have secured 1,136.52 acres of the best land in the Island of Cuba, of which 1,000 acres will be planted in PINEAPPLES, LEMONS, GRAPEFRUIT, and ORANGES; 300 acres in Pineapples, 300 acres in Lemons, 200 acres in Grapefruit, and 200 acres in Oranges. Our object is to hold, develop, and improve said land and to market the fruit products therefrom for the large profits in the business.

LOCATION OF LAND.

The land is located about thirty-five (35) miles west of the city of Havana, on the north coast of Cuba, in the District of Mariel, Province of Pinar del Rio, Island of Cuba; and is situated upon one of the best macadam roads in the island, which runs from Havana to the town and bay of Mariel. Havana is a most beautiful city, and perhaps has more tourists during the winter than any city in the Western Hemisphere.

DESCRIPTION OF LAND.

The entire 1,136.52-acre tract is beautiful rolling land, excellent, rich soil, well drained, and having three streams of water running through it. No body of land better adapted for the culture of citrus fruits can be found on the island or elsewhere. The several pictures of photographic views herein show sections of what a beautiful tract of land we have and the surrounding country.

CLIMATE OF CUBA.

The climate of Cuba is better adapted for the culture of citrus fruits than any other land. Its balmy sunshine climate the year round, with rains occurring at the right time and season of the year most beneficial to such as pineapples, lemons, grapefruit, and oranges. The fruit from Cuba will command a better price on account of its superior quality, and Cuba will become the great fruit garden of the world.

TEMPERATURE OF CUBA.

The temperature of Cuba ranges from 52 degrees maximum to 48 degrees minimum, with an average of 86 high and 62 low. Ocean breezes mingle with the balmy atmosphere and keep the air fresh and delightful the year round.

FREE FROM FROST.

Cuba is superior to and far better for citrus fruits than Florida, and even better than California, because of the absence of all danger of frost. In Florida and sections of California frost often occurs with great damage to fruit trees; but in Cuba, which is located so much farther south and in a tropical climate, frost and the freezing of fruit trees are unknown.

DEMAND FOR FRUIT.

The demand for fruits is so great in the United States that it is impossible to supply the same from the home production, and our demand is constantly increasing. Almost every one understands the great benefits to be derived from eating fruits, and especially citrus fruits. In 1906 the United States imported \$2,912,750 worth of lemons, and \$456,720 worth of oranges. Owing to the great demand, citrus fruit culture is one of the most profitable of industries; when grown in sections free from frost nothing pays better.

CUBAN FRUIT.

Pineapples, lemons, grapefruit, and oranges from Cuba are rapidly coming into the market. On account of the soil, climate, and temperature of the island, the fruit is of a very fine grade and variety, and bids fair to hold first rank and choice of all other sections.

The greatest expense of citrus fruit culture in California is irrigation, and in Florida fertilizing. But in Cuba the soil is so rich that you do not have to fertilize, and irrigation is not needed on our land on account of the three streams of water running through it.

CAPITAL INVESTED IN CUBA.

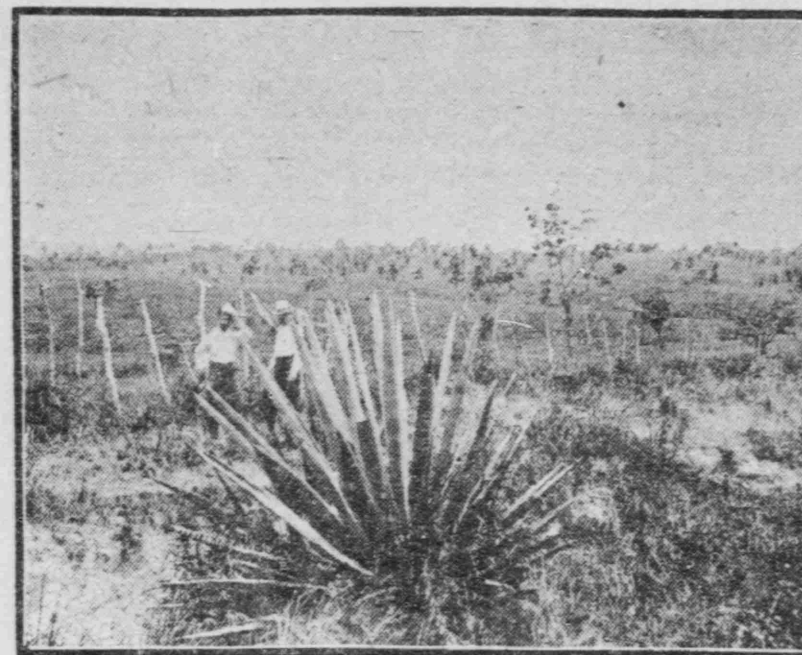
During the last few years more than \$450,000,000 has been invested in Cuba by foreigners. Americans have invested more than \$125,000,000; Englishmen more than \$175,000,000; Germans more than \$75,000,000. Money is being poured into the Island of Cuba by the millions at the present time, and in a short time Cuba will be one of the most desirable of countries.

PRODUCTIONS OF CUBA.

In 1905 and 1906 the sugar yield was about \$80,000,000, the tobacco about \$40,000,000, and the vegetable and fruit crops many more millions. In 1907 the sugar crop is estimated to be more than 23 1-3 per cent in excess of the output in 1906; and more than 25 per cent of the output in 1907 will be produced on American plantations.



VIEW OF OUR LAND LOOKING WEST BY SOUTH.



VIEW OF OUR LAND LOOKING WESTWARD.

TRANSPORTATION.

We have all the advantages of shipment and transportation that can be desired, being located on the northern coast of the Island of Cuba, and right at the beautiful harbor and bay of Mariel, only thirty-five miles from the city of Havana, with steam and electric lines and a short water route to Havana. We also have a much cheaper freight rate to the fruit markets than Florida and California, and several days shorter time in getting fruit products to market.

WHAT WE CLAIM AS PROFITS.

PINEAPPLES.

200 acres in pineapples, 500 dozen pine to the acre, 2 dozen pine to the crate: 75,000 crates of pineapples, at 75 cents per crate, \$56,250.

Market Price of Pineapples, from \$2.50 to \$5 Per Crate.

Pineapples bear from 12 to 18 months after planting, and are good for 5 years, bearing a full crop each year.

LEMONS.

300 acres in lemons, 100 trees to the acre, 30,000 trees: 4th year, 1/2 box per tree, 15,000 boxes, at \$3 per box..... \$45,000 5th year, 1 box per tree, 30,000 boxes, at \$3 per box..... 90,000 6th year, 1 1/2 boxes per tree, 45,000 boxes, at \$3 per box..... 135,000 7th year, 2 boxes per tree, 60,000 boxes, at \$3 per box..... 180,000 8th year, 3 boxes per tree, 90,000 boxes, at \$3 per box..... 270,000

Market Price of Lemons, from \$3 to \$6 Per Box.

GRAPEFRUIT.

200 acres in grapefruit, 100 trees to the acre, 20,000 trees: 4th year, 1 box per tree, 20,000 boxes, at \$2 per box..... \$40,000 5th year, 2 boxes per tree, 40,000 boxes, at \$2 per box..... 80,000 6th year, 3 boxes per tree, 60,000 boxes, at \$2 per box..... 120,000 7th year, 4 boxes per tree, 80,000 boxes, at \$2 per box..... 160,000 8th year, 5 boxes per tree, 100,000 boxes, at \$2 per box..... 200,000

Market Price of Grapefruit, from \$2.50 to \$6 Per Box.

ORANGES.

200 acres in oranges, 100 trees to the acre, 20,000 trees: 4th year, 1/2 box per tree, 10,000 boxes, at \$2 per box..... \$20,000 5th year, 1 box per tree, 20,000 boxes, at \$2 per box..... 40,000 6th year, 1 1/2 boxes per tree, 30,000 boxes, at \$2 per box..... 60,000 7th year, 2 boxes per tree, 40,000 boxes, at \$2 per box..... 80,000 8th year, 3 boxes per tree, 60,000 boxes, at \$2 per box..... 120,000

Market Price of Oranges, from \$3 to \$6 Per Box.

APPLICATION FOR BONDS.

Application for bonds will be found below. All payments must be made payable to The Havana-Washington Fruit Company, and mailed to its office, Fendall Building, Washington, D. C., unless otherwise instructed in writing by and under seal of the Company.

APPLICATION FOR BONDS.

(HERALD.)

The Havana-Washington Fruit Company, WASHINGTON, D. C.

In accordance with the terms and conditions of the sale of your Bonds, I do hereby this..... day of..... 190..... subscribe for..... of your 5 per cent BONDS, at and of the par value of \$500 each; enclosed please find check (or money order) made payable to your Company for the sum of..... (\$.....) Dollars. I agree

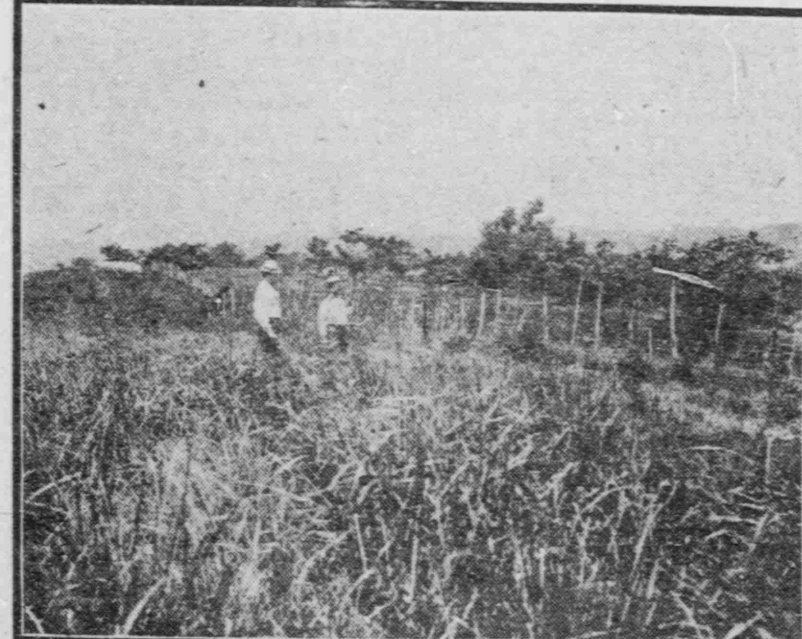
to pay the balance in.....

Subscriber.....

Street address..... City or

town of..... State of.....

(If full amount of \$500 is not paid for each Bond when subscribed for, fill in the blank space, stating how the balance of subscription is to be paid, i. e., whether in one or two years, or monthly payments, but in no case will less than \$20 be received monthly upon each Bond.) Mail Application to the Company, at its Office, Fendall Building, Washington, D. C.



VIEW LOOKING SOUTH ON OUR PROPERTY.

300 BONDS OFFERED FOR SALE IN WASHINGTON.

OUR PLAN.

We will issue and sell five hundred (500) bonds of the face value of six hundred (\$600) dollars each, for the purpose of preparing, planting, and cultivating our land in Pineapples, Lemons, Oranges, and Grapefruit. Three hundred of these bonds will be offered the Washington public. Said bonds will bear 6 per cent annual interest, payable semi-annually, and secured by a first mortgage upon all land and property of the company in Cuba.

SECURITY OF BONDS.

The security for bonds is more than ample to guarantee absolute protection to all bondholders. The value of the land with fruit trees and the improvements thereon in three or four years will be from \$1,000 to \$2,000 per acre at the lowest valuation, which will mean that each bond of \$600 will have proportionately property actually worth from \$2,000 to \$4,000 as security.

HOW BONDS ARE SOLD.

Bonds will be sold for all cash; or, \$200 cash and \$200 in one and two years; or, \$20 cash and \$20 monthly until fully paid for; purchaser will have the privilege to pay in full or make any number of payments in advance at any time before bonds are fully paid for. The earlier the bonds are paid for in full, the sooner will the holders thereof begin to receive the 6 per cent annual interest and to participate in the profits of the company.

HOW BONDS ARE ISSUED.

All bonds have been issued and delivered to the United States Trust Company of Washington, D. C., as trustee, who will, when paid for in full, immediately assign and deliver to the purchaser or purchasers. Said bonds are secured by a first mortgage given to the United States Trust Company upon all the lands and property of the company situated in Cuba.

BONDS OFFERED FOR SALE.

The public are invited to join in the subscription for part of the 500 bonds. Our officers and directors, along with their personal friends, are subscribing for a good part of the bond issue on the same basis and terms as you are offered.

REDEMPTION OF BONDS.

In addition to the 6 per cent annual interest, each bondholder will be paid out of the net profits of the company from time to time, until each bondholder shall have received the total cash sum of \$600 upon each bond; then, or as soon thereafter as practical, all bonds will be retired and redeemed by the company issuing to each bondholder, in lieu thereof, six hundred (\$600) dollars' worth of the capital stock of the company, full paid and non-assessable, for each bond. No dividends will be declared or paid upon any of the company's capital stock until all bonds have been so retired and redeemed, which will be done at the earliest date possible.

BONDS REGISTERED.

To protect each and all of our bondholders, the bonds are registered with the United States Trust Company, of Washington, D. C., so that every bondholder will be assured that the bond issue is not more than 500 bonds of \$600 each, as hereinafore set forth.

ANNUAL INCOME PER BOND.

2d year after planting income will equal more than \$100.
3d year after planting income will equal more than \$100.
4th year after planting income will equal more than \$600.
2d and 3d years' income from pineapples only.
After the fourth year the annual income will materially increase each year, until each tree will produce anywhere from 15 to 40 boxes of fruit.

Two Opinions from Reliable Sources.

LECKIE, FULTON & COX
Attorneys at Law
Fendall Building, 244 D St. N. W.
Washington, D. C.

September 27, 1907.

The Havana-Washington Fruit Company, Washington, D. C.

Gentlemen: I am personally acquainted with the land you have acquired, its location, and quality of soil, and its adaptability for citrus fruit culture, having been all over same on different occasions. From my personal knowledge of all these phases of your property, I know you have the most beautiful and desirable tract of land I have seen, or that is on the Island of Cuba.

It is located near the Bay of Mariel and faces upon a macadam road for about one mile or more; is also within a few miles of Guanajay, a town of about 15,000 inhabitants, and only from thirty to thirty-five miles from the city of Havana. Being immediately on the north coast of Cuba, with one of the most attractive bays on the island to facilitate water transportation, and so near to the capital city of the island, with macadam, electric, and steam road facilities for reaching Havana, absolutely solves the problem of transportation. In addition to this important matter, your land is rolling and thoroughly drained. There are also three streams of water running through your property, so that the question of irrigation cannot vex you in the cultivation of your trees. I have visited other citrus fruit properties in Cuba and I found that all of them lacked running water, and that it was necessary to sink wells and install pumping stations thereon and haul the water with which the trees were supplied.

I have no hesitancy in saying that, in my judgment, you have the finest property for citrus fruits on the Island of Cuba. Very respectfully yours,

Creed M. Fulton

A. R. Thompson,
Assistant U. S. Attorney,
SPANISH TREATY CLAIMS COMMISSION
Washington, D. C.

To the Havana-Washington Fruit Company, Washington, D. C.

Gentlemen: Having passed the last six years in Cuba in connection with my work before the above Commission, and having also examined the title to the plantation San Gabriel, which you have acquired, and having personally been over the same, I am perfectly familiar with the merits of that property.

I can frankly say that I know of no piece of land so well adapted for the planting of citrus fruits as this plantation which your company has taken over. The fact of its location, thirty or forty miles outside of Havana, a city of over three hundred thousand inhabitants, constantly increasing, and being located near Mariel Bay, on the macadamized road running between the towns of Guanajay and Mariel, adds greatly to its value.

The location of this farm cuts down the cost of transportation as compared with other citrus-fruit plantations almost one-half.

As to the quality of the soil, the mere fact of your plantation being in the heart of the citrus fruit district, in that part of the island, alone is sufficient. Its fertility, the most neutral observer cannot fail to note when he sees the immense palm groves of many thousand palm trees and hears in mind the old Spanish proverb, "Where palms abound there good fruit is found." Also the land is rolling, and for this reason can be easily worked, harvested, and drained, having two or three good streams of water which are never materially affected by any possible drought.

I have known this plantation for several years, and have talked with many experienced real estate dealers and fruit men in Havana, and think beyond a doubt that there is no plantation that can compare with it either as to fertility of soil or as to facilities or adaptability for such development as you contemplate. I am,

Yours very truly,

Arthur R. Thompson

The Havana-Washington Fruit Co.

Fiscal Agent,
H. I. T. HEARD.

Offices, Fendall Bldg., 344 D St. N. W., Washington, D. C.

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